

Message Text

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51

ACTION COME-00

INFO OCT-01 EUR-25 ADP-00 EB-11 XMB-07 AGR-20 TRSE-00 L-03

CIAE-00 INR-10 NSAE-00 RSC-01 AID-20 RSR-01 /099 W

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P 241504 Z MAY 73

FM AMEMBASSY WARSAW

TO SECSTATE WASHDC PRIORITY 4107

UNCLAS WARSAW 2536

E. O. 11652: N/ A

TAGS: ETRD, ESTC, PL

SUBJECT: BID OF A. EPSTEIN COMPANIES FOR CONSTRUCTION
OF POLISH MEAT PLANTS

REF: (A) WARSAW 2429; (B) STATE 095940

FOR COMMERCE AND EXIM BANK

1. EMBASSY RECEIVED TELEX FROM EPSTEIN ALONG LINES OF
REF A AND RESPONDED AS PER REF B. IN FURTHER TALKS WITH
MINISTRY OF FOREIGN TRADE OFFICIALS THIS WEEK WE HAVE
AGAIN STRESSED THAT COMPANY NOW HAS MET ALL POLISH
DEMANDS.

2. ON MAY 24 POLIMEX- CEKOP PROJECT OFFICER FOR THIS
CONTRACT (STEFAN HILKNER) REQUESTED EMBASSY' S ASSISTANCE
IN OBTAINING VISA FOR POLIMEX FINANCIAL EXPERT HIERONIM
WEISS, WHOM POLIMEX HAS NOW DECIDED TO SEND TO CHICAGO
ON MAY 28. HILKNER SAID THIS DECISION WAS CONSISTENT WITH
ARRANGEMENT PREVIOUSLY AGREED TO WITH EPSTEIN WHEREBY
WEISS WOULD FIRST GO OVER EPSTEIN- POLIMEX CONTRACT IN
DETAIL WITH U. S. ATTORNEYS EMPLOYED BY POLISH SIDE AND
THEN, IF NECESSARY, WORK OUT ANY RESULTING DIFFERENCES
WITH EPSTEIN IN CHICAGO. HILKNER INDICATED DECISION TO
SEND WEISS WAS TAKEN WITHIN CONTEXT OF PRIOR WORKING
AGREEMENT REACHED WITH EPSTEIN, AND DID NOT NECESSARILY
MEAN EPSTEIN WOULD BE AWARDED CONTRACT. TERMS OF PROPOSED
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CONTRACT WOULD HAVE TO BE FULLY CLARIFIED BY WEISS, AND THEN, AND ONLY THEN, WOULD FINAL DECISION TO AWARD CONTRACT BE MADE HERE IN WARSAW. (HILKNER IMPLIED THAT SAME PROCEDURE BEING FOLLOWED WITH CONTRACTS OF OTHER BIDDERS).

3. EMBASSY ARRANGED FOR ONE- YEAR MULTIPLE- ENTRY VISA TO BE ISSUED TO WEISS MAY 24 AND THUS HE EXPECTED TO LEAVE FOR CHICAGO MAY 28. POLIMEX HAD NOT YET INFORMED EPSTEIN OF WEISS VISIT BUT WILL DO SO. COMMERCE REQUESTED TO INFORM EPSTEIN OF PRECEDING WITHOUT DELAY.

4. HILKNER ALSO SAID IT WOULD BE MOST USEFUL TO HAVE WORD ASAP REGARDING WHAT ACTION EXIM BANK WILL TAKE ON REQUEST FOR PRELIMINARY COMMITMENT FOR FINANCING THIS PROJECT, SO THIS ALSO CAN BE TAKEN INTO CONSIDERATION IN FINAL DECISION. ALTHOUGH EMBASSY HAS NOT YET SEEN COPY OF APPLICATIONS, WE ARE INFORMED THAT BANK HANDLOWY SENT APPLICATION TO EXIM VIA TELEX ON MAY 9 AND WILL FOLLOW THIS UP WITH LETTER. MAY 9 TELEX INTENTIONALLY DID NOT REFER TO EPSTEIN COMPANIES BY NAME BUT REPORTEDLY REQUESTED PC FOR SALE OF MEAT PLANTS VALUED AT \$65 MILLION. EXIM REQUESTED TO ADVISE EMBASSY SOONEST WHETHER TELEX APPLICATION IS SUFFICIENT TO BE ACTED UPON BY BANK, AND IF SO, WHEN ACTION MIGHT BE EXPECTED.
BOSTER

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NMAFVVZCZ

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